See the beauty, feel the history, taste the wine.



May 30, 2014

Ms. Martha C. Sauerbrey, Chair Tioga County Legislature County Office Building 56 Main Street Owego, New York 13827

Dear Ms. Sauerbrey,

It is my pleasure to inform you that Tioga County, New York, is now eligible for membership in Finger Lakes Wine Country Tourism Marketing Association (FLWCTMA).

FLWCTMA was organized as an entity in 2000 with one purpose in mind—to promote economic development in the Finger Lakes region of the state of New York. A strong tourism industry adds depth to a community, making it much more desirable to live and work. It is the belief of area employers and civic leaders that everyone benefits from a community rich in history, culture, attractions and scenic beauty.

A unified branding initiative with strategic marketing and promotional programs attracts tourists to the Finger Lakes region. Critical mass affords opportunity and collectively, the area has a diverse product offering. Our target audience is the touring vacationer coming from a 150-500 mile radius. Marketing under the brand Finger Lakes Wine Country, "Finger Lakes" places us on the map in terms of geography, "Wine" is our unique differentiator as the largest wine producing region east of the Rocky Mountains, and "Country" conveys the message that we have a basket of disparate attractions with a broad visitor appeal.

Until yesterday's board decision, FLWCTMA's membership was limited to tourism-related organizations in Chemung, Steuben, Schuyler and Yates counties, and the member wineries of the Keuka, Seneca and Cayuga Lakes Wine Trails. On May 29, 2014, the Board of Directors of Finger Lakes Wine Country Tourism Marketing Association approved the following growth guidelines for the organization:

Public County Funding (applies to new growth, not existing county partnerships)

County must be within NY's designated 14 county Finger Lakes region

County must be contiguously connected to a current funding county of FLWCTMA

County must sign a three-year contract

Funding level — Counties with a population < 60,000 = \$60,000 annual investment + \$40,000 one time equity payment

Therefore the Tioga County Local Development Agency (LDC), d.b.a. "Tioga County Tourism Office," is now eligible to join Finger Lakes Wine Country Tourism Marketing Association as a county partner of the organization. Full membership in FLWCTMA is contingent upon Tioga Downs Racetrack, LLC being awarded a full casino gaming license, receipt of a one-time equity payment of \$40,000 and an annual investment of \$60,000 for a minimum of three (3) years.

The Tioga County Legislature will make available to the LDC a portion of monies earned from all county hotel motel room tax generated, including those from the completion and occupancy of the new Tioga Downs Hotel. These monies will be used to support the \$60,000 minimum annual investment for Tioga County to continue as a county partner with Finger Lakes Wine Country Tourism Marketing Association.

Should you have any questions regarding this exciting new relationship, I welcome your calls at any time. We look forward to many years of growth and economic success through the partnership between Tioga County and Finger Lakes Wine Country!

All the best,

Ladry Ellen Poland

President

Finger Lakes Wine Country Tourism Marketing Association

1 West Market Street, Suite 203 | Corning, NY 14830

Office: 607.936.0703 |

| Toll Free: 800.813.2958

lpoland@fingerlakeswinecountry.com

See the beauty, feel the history, taste the wine.



May 30, 2014

Mr. Jeffrey Gural Chairman/CEO Tioga Downs Casino 2384 West River Road Nichols, NY 13812

Dear Mr. Gural,

This letter supports the expansion of casino gaming at Tioga Downs in Nichols, New York. The award of the casino gambling license would be well deserved and a significant component for the continuation of economic and overall tourism development in Tioga County and for the entire Southern Tier and Finger Lakes regions of New York.

A strong tourism industry adds depth to a community, making it much more desirable to live and work. It is the belief of area employers and civic leaders that everyone benefits from a community rich in history, culture, attractions and scenic beauty.

Finger Lakes Wine Country Tourism Marketing Association (FLWCTMA) was organized as an entity in 2000 with one purpose in mind—to promote economic development in the Finger Lakes region of the state of New York. With this principle in mind, FLWCTMA is encouraged by the passage of the New York Gambling and Economic Development Act, allowing casino gambling in New York State. This law brings the state closer to establishing world-class destination gaming resorts that will attract tourists to Upstate New York, supporting thousands of jobs as well as adding revenue for local businesses, boosting tourism and economic development in communities across the region.

Tioga Downs has made a significant private investment converting a long-time vacant property into a fabulous tourism destination in the Finger Lakes region. In anticipation of a full gaming license being conferred upon Tioga Downs, the additional expansion of the existing facility into a top-tier casino will significantly further the positive impact to our region.

Tioga Downs has also been a noteworthy community partner through its efforts in support of local charities including the Southern Tier Food Bank, The Goodwill Theater, numerous veterans groups and senior citizens organizations.

It is through this type of significant economic development, tourism collaboration and community support that we strongly encourage the selection committee to confer a full gaming license to Tloga Downs in Nichols, NY.

Sincerel

Laury Ellen Poland

President

Finger Lakes Wine Country Tourism Marketing Association

1 West Market Street, Suite 203 | Corning, NY 14830

Office: 607.936.0703 | | Toll Free: 80

| Toll Free: 800.813.2958

lpoland@fingerlakeswinecountry.com

Monthly Marketing Expense b Marketing — 500,000+ visits to FingerLakesWineCountry.com in 2013 tabase listing atured database listing ent listings atured event listings	Free	\$208			
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Included

Upgrade

Erica,

Destinations of New York State and Travel Plaza Information Centers has been affiliated and has enjoyed promoting Tioga Downs Casino Racing & Entertainment for the past eight years. We look forward to promoting your current and expanded programs including hotel and entertainment venues in the Domestic Consumer & Group Tour Markets and International Markets. The Marketing efforts by Tioga Downs has been exceptional over the years compared to many other similar venues throughout New York State.

We look forward to the continuation of working with you and the Tioga Downs TEAM in promoting your products!

Best regards,

Charlie Daley, CTIS, CTP Destinations of New York State/

Travel Plaza Information Centers 19 W. Bridge St./P.O. Box 10 Saugerties, NY 12477

Tel: 845-246-8733 Fax: 845-246-1913 Cell:

Visit our publications online:

www.destinationsny.com www.newyorkstategolfersguide.com www.nysvacationplanner.com

Hi Erica,

Here is the information you requested. Tioga Downs has been an active member of the Tompkins County Chamber of Commerce since 03/28/2013.

Regards,

Patti

Patti Witten, Administrative Assistant
Tompkins County Chamber of Commerce, 904 East Shore Drive, Ithaca, NY 14850 tel: (607) 273-7080 fax: (607) 272-7617

patti@tompkinschamber.org www.tompkinschamber.org









P.O. Box 10 ● Saugerties, NY 12477 info@donys.com

Tel: 845-246-8733 Fax: 845-246-1913

April 2014

Linn Redder, Vice President Marketing Tioga Downs Casino Racing & Entertainment 2384 West River Rd. Nichols, NY 13812

Dear Linn:

Enclosed please find a copy of the 2014/15 Destinations of New York State trade publication. We appreciate you advertising with us! The English version is printed and in circulation with the English version at translations. The eight language digital books will be uploaded to www.destinationsny.com once completed.

If you should need additional copies for your staff, please let us know. Thank you. Have a great Spring & Summer Season!

Best regards,

Destinations of New York State

Charles E. Daley, CTIS, CTP

David M. Thornton

CED/DMT:dv

Encl:

Erica,

It is my pleasure to inform you that Tioga Downs has been a member of the Tioga County Chamber of Commerce since September 29, 2006.

If you need anything else, please let me know.

Gwen

Gwen G. Kania

President & CEO
Tioga County Chamber of Commerce
80 North Avenue
Owego, NY 13827
607.687.2020
business@tiogachamber.com

This email was processed through Xeams to filter junk messages. If you feel this message has been tagged incorrectly, you can change its category by clicking the link below. Click here to mark email as junk.

Hi Erica!

We are pleased to announce Tioga Downs as our Business of the Month for June, 2014!

We will be in contact to present you with a certificate and also to get more information to include in our news release for our website and for the Finger Lakes Times.

You have been a member of the Geneva Area Chamber of Commerce since December, 2013- and are currently a member in good standing!

We wish you all the best and as always we appreciate your support!

Warm Regards, Dee

Dee Isaacs Vice President Geneva Area Chamber of Commerce 315-789-1776

"The *mission* of the Geneva Area Chamber of Commerce is to promote and support our Members and the markets we serve. We advocate for the business interests and economic growth of the region." "The *vision* of the Geneva Area Chamber of Commerce is to be the business catalyst, the go-to organization and the leader in regional collaborations fostering economic prosperity."

Geneva Area Chamber of Commerce

P.O. Box 587 Geneva, NY 14456

Phone: 315-789-1776 Fax: 315-789-3993

Tioga Downs Casino
PO Box 509
2384 W. River Rd.
Nicholas, NY 13812

Invoice

DATE

INVOICE #

12/11/2013

1936

DUE DATE

1/10/2014

	DESCRIPTION	RATE	AMOUNT	#
New Member Dues				
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The Greater Binghamton Chamber PO Box 995 Binghamton NY 13902-

> **Tioga Downs** Ms. Linn Redder POB 509 Nichols NY 13812

2013 Dues Invoice

Phone: (607) 772-8860 Fax: (607) 722-4513

Website: http://www.binghamtonchamber.com

Date:

12/01/2012

Invoice #:

26827

Due:

01/01/2013

Description	Quantity	Rate	Amount
Classic Corporate (01/01/2013 - 12/31/2013)	1		

Terms: 2% discount if paid in total by 12/31/12. Remit to: Greater Binghamton Chamber, P.O. Box 995, Binghamton, NY 13902-0995

	2013 Dues Remittance - Return this portion with pa	yment.	
Tioga Downs		Date:	12/01/2012
Ms. Linn Redder		Invoice #:	26827
POB 509		Due:	01/01/2013
Nichols NY 13812			
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Address	2384 West River Rd.	***			PO No.	11/1/2013
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Thank you for your support

Tompkins County Chamber of Commerce 904 East Shore Drive Ithaca, NY 14850 (607) 273-7080 | fax: (607) 272-7617 anissa@tompkinschamber.org

Invoice

Invoice Date: 03/02/2014 Invoice Number: 27180 Account ID:

Tioga Downs Ms. Erica Miller 2384 W. River Road Nichols, NY 13812 We apologize for the delay in billing for this year.

Please feel free to take your 2% discount if you pay by March 30, 2014.

Terms Net 30 Due Date 04/01/2014

Description Quantity Rate Amount

Membership Investment 1

IF YOU PAY BY THE 15TH OF THE MONTH, YOU CAN DEDUCT 2% FROM YOUR MEMBERSHIP DUES.

DONATE TO THE TOMPKINS CHAMBER OF COMMERCE FOUNDATION:

___\$25 ___\$50 ___\$75 ___\$100 ___\$500 Other

^{*}Your membership is a business expense. We spent less than 1% on lobbying efforts in 2013.

Corning Frea Chamber of Commerce	Corning Area Chamber of Commerce 1 West Market Street Suite 202 Corning, NY 14830 Phone: (607) 936-4686 Fax: (607) 936-4685 Email: Info@CorningNY.com	lı	Invoice nvoice Date: nvoice Number:	10/28/2013 966
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Erica Mi 2384 We	owns Casino Her est River Road NY 13812			
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Signature: _____

Enter Complete Credit Card Billing Address

Address ______
City/State/Zip __

Credit Card #: _

Dues Invoice

Chemung County Chamber of Commerce 400 E. Church St. Elmira, New York 14901 (607) 734-5137

> Date: 2/1/2014 Invoice No.: 37709 Date Due: 3/1/2014

Tioga Downs Casino Ms. Erica Miller 2384 W. River Road PO Box 509 Nichols, NY 13812

Invoice No.	Due Date		Description	on	Amount
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Tioga Downs Casino Ms. Erica Miller 2384 W. River Road PO Box 509 Nichols, NY 13812

Expiration Date:



214 N. Franklin Street Watkins Glen, NY 14891

MEMBERSHIP DUES INVOICE

DATE	INVOICE #
4/15/2014	8231

BILL TO

Tioga Downs Casino PO Box 509 2384 West River Rd. Nichols, NY 13812

 TERMS
 DUE

 Net 30 Days
 5/15/2014

ITEM DESCRIPTION **AMOUNT** Dues-Membership We accept Visa, American Express, Mastercard, and ACH debit payments. Please call the Finance office for more information on these types of payment. Thank you! NOTE: Your dues may be deductible as a normal and ordinary business expense. See your accountant for additional details.

Phone #	Fax #	E-mail	Web Site
607-535-4300	607-535-6243	doug@watkinsglenchamber.com	
		dougewackinsglenchamber.com	www.watkinsglenchamber.com

· Finger Lakes Tourism Alliance 309 Lake Street Penn Yan, NY 14527

Bill To

Tioga Downs Casino P.O. Box 509 Nichols, NY 13812

Invoice

Date	Invoice #
.4/2/2014	10831

Terms	Due [Date	Rep
Net 30 Days	5/2/2	014	BLK
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Description	Qty	Rate	Amount
2014 Website In-Season Banner Ad/Attractions Page (June - Sept 2014)	4		
2014 Website Out of Season Banner Ad/Attractions Page (Oct-Dec 2014) 2014 Public Newsletter/Exclusive (November)	3		
2014 Partner Newsletter Ad/Advertorial, 1 edition (type & months TBD)	3		
2014 Vacation Fun Lead Generator			
2014 Daytrips & Daycations Hartford Cromwell MA/Brochure Distribution (5/10/2014) 2014 Toronto Women's Show Toronto ON/Booth Sponsor (11/7-9/2014)			
Platinum Level Participation - Olive Bone Video Package			
2014 US Outdoorsman Central Co-òp			
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Invoices more than 90 days past due without payment arrangements on file			
are subject to a 1.5% monthly service charge.			

FLTA BUSINESS PARTNERSHIP BENEFITS:

•Inclusion in the annual Regional Travel Guide - annual distribution of 125,000 guides!

•A listing on FingerLakes.org - the region's most visited tourism website
•Networking opportunities - Free admission to the Annual Literature Exchange

•The informative partner newsletter - Access to special FLTA research and data

•Discounts on national and regional promotion opportinities throughout the year!

•In office display and distribution of your rack cards/brochures.

Visa, Mastercard, AMEX & Discover accepted for your convenience.

Total

Balance Due \$0.00

Phone #	Fax#	E-mail	Web Site
315-536-7488	315-536-1237	accounting@fingerlakes.org	www.Fingerlakes.org



111 K Street NE 9th Floor Washington, D.G., 20002

AMERICAN BUS ASSOCIATION

BILL TO:	
Tioga Downs Casino	
Erica Miller	
2384 W. River Rd.	
Nichols, NY 13812	
United States	

	Quantity	Rate	Amoun
2014 Membership Renewal: Travel Industry Single Entity Dues	1		
Optional: 2014 Membership Foundation Contribution	1		
Optional: 2014 GroupTravelConnect/GroupConnect Enhanced Listing	1		

All payments are due in U.S. Funds.



111 K Street NE 9th Floor Washington, D.C. 20002

	INVOICE
Date	Invoice Number
09/10/2013	MKPL-105017

AMERICAN BUS ASSOCIATION

Quantity	Rate	Amount
O Discount Coupon		
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	O Discount Coupor	

All payments are due in U.S. Funds.

Pennsylvania Bus Association 4405 North Front Street Harrisburg, PA 17110 (717) 236-9042 Phone (717) 236-1391 Fax

Invoice Date: 01/02/2014

Jason Hall Tioga Downs Casino & Racetrack 2384 West River Road Nichols, NY 13812

ANNUAL DUES NOTICE

Member ID #: 2919 Anniversary Mo: March

Dues Year: 03/01/2014 TO 02/28/2015

Locations: 1 location

Dues Amount:

Balance Due:

Amount Remitted:



Due By Date: 3/29/2014 MBR001 Please include this portion with your payment **DUES STRUCTURE Effective 1/1/12** Member ID #: 2919 Check Appropriate Box \$295 1 location Jason Hall \$475 2 - 5 location Tioga Dawns Casino & Racetrack \$650 S - 20 locations 2384 West River Road \$800 21+ locations Nichols, NY 13812 PBA's Membership Directory will include all additional locations in the 'description' section of your listing. PAYMENT INFORMATION Please make changes to your listing on the enclosed form to include additional Check enclosed in the amount of \$ locations for the dues amount selected. Please charge my VISA, MasterCard or American Express as follows: Card No. **Expiration Date Billing Address of Card Authorized Signature** Date Amount Dues Year: 03/01/2014 TO 02/28/2015 **Balance Due:**

Endless Mountains Visitors Bureau

5405 SR 6

Tunkhannock, Pa 18657-7899

(570) 836-5431

BILL TO
Tioga Downs
Attn: Erica Miller, Group Sales
PO Box 509
Nichols, NY 13812

DATE	INVOICE #	
2/10/2014	42	

DESCRIPTION		ITEM		AMOUNT	
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Endless Mountains Visitors Bureau 5405 SR 6 Tunkhannock, Pa 18657-7899 570-836-5431 1-800-769-8999

2014 Annual Dues

DATE	INVOICE#
-7/3/2013	4861

DUE DATE

BILL TO
Tioga Downs
Attn: Erica Miller, Group Sales
PO Box 509
Nichols, NY 13812



DESCRIPTION ITEM AMOUNT

Annual Dues

REC'D JUL 0 5 2913

Annual dues or payment arrangements must be made by September 27, 2013

Annual dues or payment arrangements must be made by September 27, 2013

2014 Annual Dues

Reg#97878

Broome County Department of Aviation

Greater Binghamton Airport 2534 Airport Road, #16 Johnson City, NY 13790-4100 Phone (607) 763-4471 Fax (607) 763-4475

	nvoice
DATE	INVOICE#
4/25/2014	18309

BILL TO

Tioga Downs Casino Attn: Jason Hall, Regional Director 2384 W. River Rd. Nichols, NY 13812

TERMS

ITEM	DESCRIPTION	QTY	RATE	AMOUNT
Airshow	Presenting Sponsorship 2014 Greater Binghamton Airshow	1		

Total



April 28, 2014

Mr. Jason Hall Regional Director of Sponsorship Sales Tioga Downs Casino 2384 W. River Road Nichols, New York 13812

Jason,

I want to again extend my heartfelt gratitude to Tioga Downs Casino for bringing the Greater Binghamton Airshow back to our community. It has been 5 years since we have had the financial support to make this happen and I know that our upcoming announcement will be well received by the multitudes of airshow fans in the southern tier.

I will be talking with you in the near future to discuss additional information regarding your participation including marketing, promotions, event passes, etc. In the meantime if you should have any questions or concerns please do not hesitate to contact me at any time.

Please find enclosed an invoice for 2014 Greater Binghamton Airshow along with a copy of our W9.

Again, thank you for stepping up to make this occasion a reality, we look forward to working with you for this exciting event.

Sincerely,

David W. Hickling,

Deputy Commissioner of Aviation/Airshow Director

